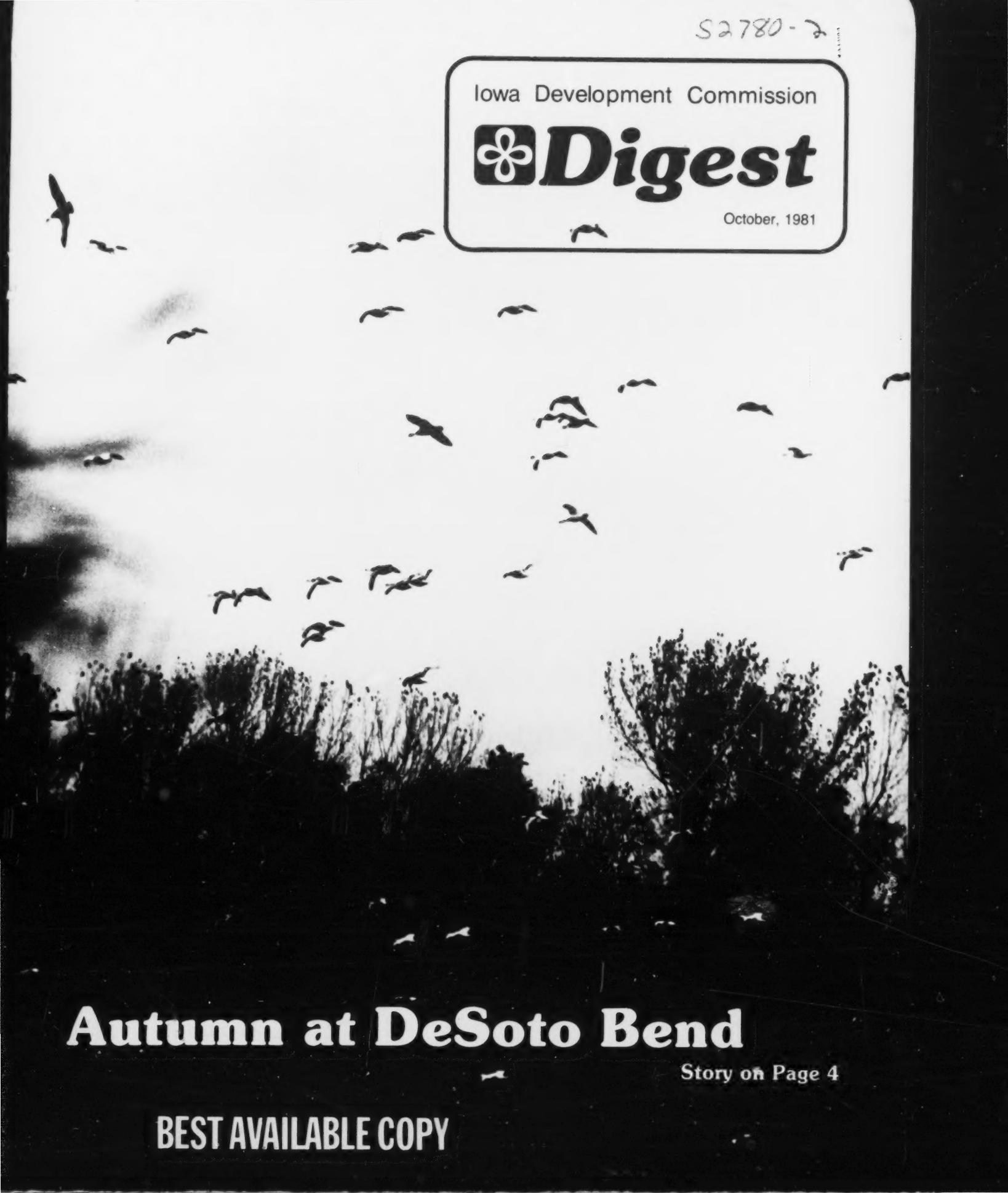


S2780-2

Iowa Development Commission

Digest

October, 1981



Autumn at DeSoto Bend

Story on Page 4

BEST AVAILABLE COPY

AVAILABLE BUILDINGS

Call 515-281-3921

SQUARE FOOTAGE	COMMUNITY	FORMER USE
10,000	Dubuque	Wholesaling
10,000	Grinnell	Distribution
10,000	Charles City	Spec Building (new)
11,760	Manson	Sales/Service
12,000	Sioux City	Spec Building (new)
12,000	Spencer	Wholesaling
13,852	Waterloo	Manufacturing
14,000	Des Moines	Warehousing
15,750	Hanlontown	Sales/Service
19,200	Waterloo	Manufacturing
20,000	Clinton	Spec Building (new)
20,000	Estherville	Spec Building (new)
20,000	Iowa Falls	Spec Building (new)
21,000	Corning	Spec Building (new)
21,205	Oskaloosa	Spec Building (new)
21,600	Storm Lake	Spec Building (new)
22,166	Mason City	Warehousing
22,500	Red Oak	Spec Building (new)
23,000	Waverly	Spec Building (new)
24,000	Algona	Lt. Manufacturing
26,292	Mason City	Manufacturing
27,500	Marion	Spec Building (new)
27,692	Nevada	Lt. Manufacturing
28,800	Marion	Lt. Mfg./Warehousing
29,400	Oelwein	Lt. Mfg./Warehousing
30,000	Cedar Falls	Warehousing
33,100	Eldora	Mfg./Warehousing
33,600	Sioux City	Manufacturing
34,000	Cedar Rapids	Spec Building (new)
35,626	Marshalltown	Construction (7 Bldgs.)
38,200	Dubuque	Manufacturing
42,900	Ames	Lt. Manufacturing
44,348	Osceola	Lt. Manufacturing
45,000	Cedar Rapids	Spec Building (new)
49,474	Albia	Lt. Manufacturing
50,000	Atlantic	Mfg./Warehousing
55,200	Des Moines	Mfg./Warehousing
61,652	Burlington	Lt. Manufacturing
65,871	Keosauqua	Manufacturing
66,000	Council Bluffs	Process/Whse. (4 Bldgs.)
70,766	Forest City	Lt. Mfg. (3 Bldgs.)
75,000	Davenport	Mfg./Warehousing
81,260	Des Moines	Mfg./Warehousing
81,400	Algona	Lt. Manufacturing
81,824	Muscatine	Lt. Mfg./Warehousing
97,000 (2 at this size)	Cedar Rapids	Spec Buildings (new)
128,000	Newton	Manufacturing
159,336	Mason City	Mfg./Warehousing
202,300	Sigourney	Manufacturing (3 Bldgs.)
285,000	Maquoketa	Manufacturing

This is not a complete list of all buildings available in Iowa. Due to space limitations, many smaller and special purpose facilities are not included here. For further information, please call the telephone number listed above.

Help!

For the past three years, more than 80 percent of the industries looking for new plant locations in Iowa have concentrated on communities that have one or more buildings available for occupancy. And the trend is certain to continue, as inflation keeps driving up the cost of construction, forcing industries to seek sites with buildings already erected.

Communities with speculative buildings and those with vacant structures in good condition are locating the most new industries, according to the IDC's Industrial Development Division. But the number of available buildings is still inadequate.

In order for the IDC to help industries locate new plants and bring in new jobs to your area, we need to be informed as soon as possible about the potentials of your community. If you have an available building that is in good condition and larger than 10,000 square feet, call 515/281-3389 and talk with the Industrial Development staff. It just might be the most important call you can make for your community's sake.

ICB energy awards

The Iowa Blue Flame Gas Association surprised the Iowa Development Commission's Iowa Community Betterment staff with an announcement that the association is making \$3,000 in awards available to recognize 1981 Community Betterment projects involving energy conservation.

ICB Director Paul Comer said 25 Iowa communities are being considered for part of the new energy award money.

The 25 communities are: Blencoe, Clearfield, Decorah, Dewitt, Elberon, Eldora, Ellston, Fort Dodge, Garden Grove, Hartley, Hedrick, Laurens, Lovilia, Menlo, Murray, Parkersburg, Parnell, Riverside, Rock Rapids, Schleswig, Sioux Center, Tiltonka, Wadena, Waukon and Southeast Neighborhood, Des Moines.

The Iowa Blue Flame Gas Association includes Michigan Wisconsin Pipe Line Company, Natural Gas Pipeline Company of America and Northern Natural Gas Company.

Fairs boost world trade

The International Division of the Iowa Development Commission can provide more detailed information on the following trade exhibitions as well as a list of other foreign trade shows. Contact the Iowa Development Commission, International Division, 250 Jewett Building, Des Moines, Iowa 50309, telephone 515/281-3585.

EXPO-AGRICOLA '82

Because of Mexico's rapidly growing market for agricultural machinery and related equipment, the United States Trade Center in Mexico is planning "EXPO-AGRICOLA '82" which will be staged in Veracruz, April 15-18, 1982 in the Veracruz fairgrounds.

The market for agricultural machinery and related equipment in Mexico grew an average of 43 percent between 1978 and 1980, due largely to a combination of a booming economy and to the official recognition of the agricultural sector as one of the key weak areas in the economy. The total market in 1980 was estimated at nearly US\$847 million. A 34 percent increase is forecast for 1981 and a 20 percent average growth is expected for the 1981-1985 period.

Participation in the agricultural machinery and equipment exhibition is limited to distributors and manufacturers of U.S. agricultural machinery and related equipment. The U.S. Trade Center said that past experiences show that space will not be available for all who wish to participate in the exhibition and space will be confirmed on a first-come, first-served basis.

For more information on "EXPO-AGRICOLA '82" contact Charles B. Crowley, Project Manager, U.S. Trade Center, Liverpool No. 31, Mexico D.F. 06600, telephone 905/591-0155, telex 01773471. ♦

HANOVER FAIR '82

Every April, at Hanover, West Germany, the industrial world is provided with a business arena where international trade agreements totaling millions of dollars are negotiated and finalized.

Last year, nearly 600,000 professionals from 110 nations visited the Hanover Fair, the world's biggest industrial show.

"Whether exhibitors or visitors, American companies have nothing to lose and everything to gain through their participation at the fairs," according to fair promoter M. A. Delia. "Visiting Hanover is an inexpensive way of learning about new technology, ideas and markets and seeing where opportunities for creation of new business exist elsewhere in the world, thus making it possible to establish new business contacts and pick up new distributorships."

The exhibit categories at Hanover include nine major industrial areas: office and data processing technology, electrical engineering and electronics, power machinery, plant engineering, factory equipment, traffic installations and transportation, construction, custom manufacturing and research and technology.

CHINA/BUILD '82

China's first international construction and mining equipment exhibition, China/Build '82 is scheduled for the Tianjin Exhibition Center April 27 - May 6, 1982. Clapp & Poliak International, a division of Clapp & Poliak, Inc., is the sponsor and organizer of China/Build '82.

The Chinese Ministries and Corporations responsible for the importing of construction and mining equipment and materials have endorsed the exhibition and the marketing plan for China/Build '82.

"The '80s will be a formative decade during which China's taste for technological consumption will continue to build upon the rapid growth of the late '70s," according to Clapp & Poliak. "The Period of Readjustment has brought positive new directions to the Chinese plans for modernization."

Tianjin, the site of the exhibition, is 120 kilometers southeast of Beijing. It is China's third largest city and second largest port. In addition, the city lies at the center of major sources of coal, natural gas, petroleum and geothermal power. Finally, Tianjin was widely damaged in the 1976 earthquake and current plans are to rebuild Tianjin as the focal point and showcase of the Chinese modernization — the national example of the new China.

For information on China/Build '82 contact: Exhibition Management, Clapp & Poliak International, 7315 Wisconsin Avenue, Washington, D.C. 20014, telephone 301/657-3090, telex 908727 (CPI BHDA) or cable CPINT WASHDC. ♦



**Hanover
Fair '82**
April 21-28
Hanover, West Germany

Also, for the first time, the 1982 Hanover Fair will include a U.S. pavillion, sponsored by the U.S. Department of Commerce.

To help answer questions, the Hanover Trade Fair organization has opened information centers in the U.S.

"Our purpose is to inform American decision makers about the tremendous business opportunities available to exhibitors and/or visitors at the Hanover Fairs and to encourage participation of American companies at the fairs," according to Hanover officials.

The Hanover Fairs Information Centers have a toll free number, 800/527-5978. The address for the mid-west office is 77 East Monroe Street, Chicago, Illinois 60603, telephone 312/236-3842. ♦

Thousands of ducks and geese make

Blazing bands of color mixed with the muted browns and golds of freshly-harvested fields line both shores of the swift Missouri River, creating the fall spectacular to which one never becomes entirely accustomed.

Western Iowa has again become the temporary home for up to a half million geese and ducks that succumb to nature's message to abandon lands blanketed in fall color before that blanket turns to one of snow. Hundreds of thousands of waterfowl stop in the DeSoto Bend area for a few days or weeks, especially during October and November, creating an exhibition for human visitors.

To preserve the area for waterfowl and to reserve an area for Midwesterners to experience the annual duck and goose invasion, in 1959 the U.S. Fish and Wildlife Service designated a 7,800 acre plot just north of the Omaha/Council Bluffs area as the DeSoto National Wildlife Refuge. The area is rich in history as well as wildlife, and a visitor center costing nearly \$5 million was recently opened to serve as a wildlife interpretive center and museum.

White man's first documented entry into this section of the Missouri River Valley was when Lewis and Clark traveled through the area looking for a land route to the Pacific. According to U.S. Fish and Wildlife Service information, the explorers' August 3, 1804 journal entry describes the party's historic meeting with American Indians at the "council-bluff," after which the party set sail in the afternoon and camped five miles upstream. If they gauged their distance accurately, this encampment would have been on or near the present refuge. Although the river has changed its channel many times since, the Lewis and

Clark campsite was probably located just below the river loop called DeSoto Bend. Clark's journal notes an abundance of wildlife in the area including the expedition's first observation of a badger and "great numbers of wild geese."

By the mid-1800s the Missouri River had become an artery for trade which opened the West. Steamboats carried supplies to the early fur trading posts, frontier settlements and mining towns. But the turbulent, snag-strewn "Big Muddy" took its toll of the early stern and side-wheelers.

The opening of the DeSoto National Wildlife Refuge Visitor Center represents the culmination of a series of historical events which began more than 114 years ago. On April 1, 1865, the steamboat Bertrand, on its way to Fort Benton, Montana, from St. Louis, struck a snag at DeSoto Bend and sank; its hold filled with foodstuffs, clothing, mining and agricultural tools, and supplies for Montana Territory pioneers. The bulk of the cargo was found in nearly perfect condition 103 years later when two Omaha men, Sam Corbino and Jesse Pursell, unearthed the Bertrand's hull.

Since 1969, the Fish and Wildlife Service and the National Park Service have cooperated in extensive efforts to clean, chemically stabilize and catalog the thousands of artifacts recovered from the sunken Bertrand. These artifacts are now on display at the new DeSoto Visitor Center. The sodbusting plows, lead shot, howitzer shells, harnesses, broad-brimmed felt hats, pick axes, shovels and other items were tools used to change the character of the Missouri River Basin, its American Indian life and its wildlife. In the hands of hardy pioneers, these tools were instruments used to tame the land and harvest its resources.

"The theme of the center's exhibits stresses the positive and negative impacts that western man has had on the wildlife and wildlands of the Missouri River Basin," according to DeSoto National Wildlife Refuge Manager George Gage. "Changes brought by the Bertrand, and other forces which advanced western civilization, are certainly a major reason why DeSoto was created as one of more than 400 national wildlife refuges. Many of the artifacts found among the Bertrand's cargo were used by settlers, farmers and miners to reshape the American West."

Vast changes have taken place in the Missouri River Valley since settlement in the early 1800s. Land clearing, drainage projects, river channelization and flood control measures during the past 150 years have transformed the Missouri River floodplain from diverse wildlife habitat to fertile farmland in both Iowa and Nebraska. DeSoto is one part of a network of refuges devoted to preserving and restoring increasingly scarce habitat for migratory waterfowl and other wildlife.

DeSoto's primary wildlife management role is to serve as a stop-over for migrating ducks and geese. During typical years, 140,000 snow and blue geese feed on the refuge during their fall migration between the Arctic nesting grounds and the Gulf Coast wintering areas. Peak populations of 125,000 or more ducks, mostly mallards, are common on the refuge during the fall migration. Bald eagles often perch in cottonwoods along DeSoto Lake.

"Viewing waterfowl from the new center's Refuge Today Gallery should be an exciting experience," according to Gage. "This portion of the building overlooks DeSoto Lake at a point where large flocks of snow geese can often be observed during

Iowa a temporary home

the migration period."

The DeSoto Bend Visitor Center serves as a reminder of the past and the great changes produced in the natural environment of the West through the display of tools of change from the sunken *Bertrand*. The center also serves as a learning

and observation center to the significance of the DeSoto National Wildlife Refuge and its role in preserving and enhancing the environment for present and future generations of Americans.

The DeSoto Visitor Center will be open throughout the year. Future

plans call for seasonal programs that will stress wildlife observation opportunities available on the refuge at different times of the year. Hours for the center are from 9 a.m. to 4:30 p.m. daily, including weekends. There is no charge for use of the center. ♦



The new Visitor Center at the DeSoto National Wildlife Refuge, shown in the artist's sketch above, opened its door July 11, 1981. The center cost nearly \$5 million and will serve as both a wildlife interpretation center and a museum housing the artifacts recovered from the steamboat *Bertrand* that sank at the DeSoto Bend in the Missouri River in 1865.

Fort Atkinson Rendezvous 1981

Again this year, thousands of people from the Midwest left their cars in town, rode the shuttle bus to Fort Atkinson and took a giant step backward in time. The Fifth Annual Fort Atkinson Rendezvous was held September 26-27 with the Iowa Development Commission, the Iowa Conservation Commission and the community of Fort Atkinson all pitching in to make another successful event.

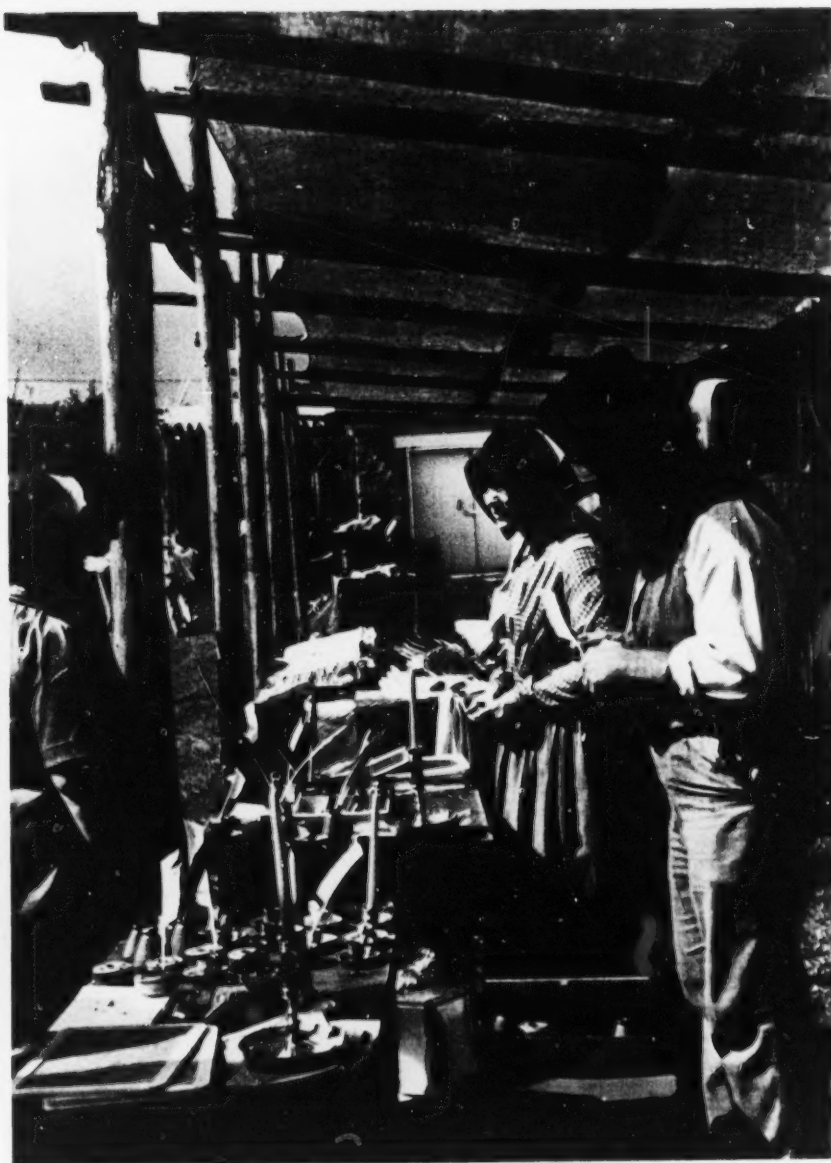
The Rendezvous is held in the partially-restored Fort Atkinson, the only fort ever built to protect one American Indian tribe from another. Buckskinners, artists and people dressed in period military uniforms lived on the fort grounds in authentic tepees and lean-tos during the weekend to re-create the lifestyle of the 1840s for visitors.

Skills necessary for everyday living in the 1840s were demonstrated throughout the weekend. Rope making, tomahawk throwing and black-

smithing were just a few of the skills necessary to survive in the mid-19th century that craftspeople were showing to visitors to the fort. Throughout the weekend, participants showed off their "shooting eye" by breaking poker chips, cutting feathers and using one lead ball to break two targets by splitting the ball on a double bit axe. One unusual competition was the skillet throwing contest, where women in frontier costumes heaved a heavy iron skillet at a dummy suspended on a tripod.

"The Fort Atkinson Rendezvous is a unique tourism event in Iowa, and that is part of the reason for its popularity," Kyle McGonigle, marketing and promotion coordinator for the Tourism and Travel Division of the IDC, said. "The Rendezvous carries the romance that goes along with a frontier fort, and it is a great learning experience. People can see, smell and hear what life was like in the 1840s."





Iowa Community Betterment on the Road

Judging week in the Iowa Development Commission's Iowa Community Betterment Program brings out the best in communities throughout Iowa. Iowa communities enrolled in the program have one hour during judging week to pull out all the stops and show the ICB judges how projects using volunteer

labor have made their towns a better place in which to live.

During the week of September 21, nine teams of ICB judges logged around 1,200 miles each, visiting communities to assess progress on ICB projects.

"This year we had one of the best judging teams we've ever had in the

11 years of the ICB program," ICB Director Paul Comer said. "All of our judges volunteer a week of their time, and many have told me that it is one of the longest but most rewarding weeks they've ever been through."

What shines through during judging week is Iowa hospitality, Iowa pride and evidence that Iowans tackle problems and solve them within their communities rather than looking outside for help. Working on ICB projects, and showing them off during judging week, clearly shows that the unity and community pride generated through ICB make every community in the program a winner.



Left: Iowa Community Betterment judges Carolyn Kiper and Jude Conway (both in center) listen to Titonka volunteers explain how their ICB project, a new ambulance, has filled a need in that Iowa community. Bottom left: ICB judges Lois Kotz and Robert Glenn and ICB Assistant Director Barbara Wickham (left to right in rear) tour the Fertile City Park and learn from ICB volunteer Harriet Ouwerson that the park had been covered with sand after a dike on the nearby Winnebago river broke. The park was cleaned and restored through volunteer labor.



Above: ICB judges Denny Linderbaum and Marian Lokken (at far end of table) learn about the "Friends of the Library" program in Denison from ICB volunteer Judy Gustafson.

Iowa Ag & Business Indicators

Labor Demand and Supply¹

July, 1981

Service Areas	Unfilled Openings	New Apps.	Service Areas	Unfilled Openings	New Apps.
Ames	167	666	Iowa City	234	1,281
Atlantic	32	393	Keokuk	23	306
Burlington	142	710	Marshalltown	81	618
Carroll	60	668	Mason City	150	807
Cedar Rapids	306	1,293	Muscatine	70	663
Centerville	14	203	Newton	20	286
Charles City	26	371	Oskaloosa	49	443
Clinton	265	525	Ottumwa	66	624
C. Bluffs	208	1,372	Sheldon	41	439
Creston	69	447	Shenandoah	69	432
Davenport	319	1,780	Sioux City	815	2,206
Des Moines	627	2,273	Spencer	143	403
Dubuque	297	868	Storm Lake	67	358
Fairfield	17	168	Waterloo	174	1,400
Ft. Dodge	268	761	Webster City	103	380
Ft. Madison	63	437			

¹New job applicants and job openings listed with the Iowa Department of Job Service.

Consumer Price Index

All Urban Consumers (1967 = 100)	June 1981	June 1980
	274.4	247.8

Composite Construction Cost Index

Composite Construction Cost Index (1977 = 100)	June 1981	June 1980
	153.7	144.4

Business Data

	6/81	6/80	6 mos./81	6 mos./80
New Car Registrations	6,695	6,609	53,349	52,493
Iowa Savings & Loans (\$000,000)				
Mortgage Loans	5.0	6.0	65.5	9.8
Savings	— .1	52.6	27.2	122.1
Work Force (000)	1,458.3	1,509.3	1,404.0	1,453.8
Unemployment	68.6	84.0	69.4	68.3
Rate (percent of work force)	4.7	5.6	5.0	4.7
Employment	1,389.7	1,425.4	1,334.6	1,385.5

Value of New Dwellings¹ (\$000)

	8/81	8/80	8 mos./81	8 mos./80
Ames	\$ 233.0	\$ 330.0	\$ 707.0	\$ 3,528.0
Bettendorf	517.3	558.1	4,308.9	2,231.6
Burlington	130.0	290.0	1,330.4	1,485.2
Cedar Falls	342.6	1,938.7	2,790.4	3,666.2
Cedar Rapids	345.3	833.4	4,679.8	4,086.4
Clinton	0	0	1,011.0	1,359.2
C. Bluffs	88.5	113.2	495.1	1,148.3
Davenport	304.7	1,229.1	6,652.8	5,566.6
Des Moines	342.2	4,388.4	6,004.5	10,979.3
Dubuque	53.4	129.2	746.8	1,951.1
Ft. Dodge	15.0	175.0	740.0	739.0
Iowa City	656.3	417.6	6,159.6	3,519.8
Keokuk	55.0	100.0	360.0	1,650.5
Marion	205.2	546.2	1,202.8	3,362.3
Marshalltown	52.0	175.0	640.0	464.0
Mason City	0	522.1	763.4	2,048.1
Muscatine	149.8	129.2	1,841.1	4,784.3
Newton	68.8	367.0	277.8	732.5
Ottumwa	38.0	2,382.0	704.0	3,004.0
Sioux City	137.5	178.8	898.5	898.0
Urbandale	48.3	721.9	1,222.5	4,527.8
Waterloo	303.7	1,918.2	6,554.7	8,604.6
W. Des Moines	393.1	1,173.5	3,675.1	3,400.2
Totals	\$ 4,479.7	\$18,616.6	\$ 53,766.2	\$ 73,737.0

¹Single and two family dwellings, apartment houses, hotels and motels based on a survey of local building inspectors. Variations exist.

Monthly Retail Trade¹ (\$000)

	8/81	8/80	% Change From Last Month
SMSA ²			
Cedar Rapids	\$10,503	\$ 9,458	- 5
Des Moines	19,211	17,908	- 3
Dubuque	5,140	4,541	- 3
Omaha/C. Bluffs	27,428	24,028	+ 2
Sioux City	5,441	4,570	- 7
Waterloo	6,673	5,752	+ 0

¹Not adjusted for seasonal variation, holiday, or trading-day differences.

²Standard Metropolitan Statistical Area.

Quarterly Periods

	1981	1980
Net Taxable		
Retail Sales (\$000,000)	3,463	3,443
Personal		
Income (\$000,000)	27,935	26,355

Stock Index

	Iowa*	Dow Jones Industrial
June 1981	230.93	976.88
July 1981	221.71	952.34
Aug. 1981	212.75	881.47

*Robert C. Westlund, Piper, Jaffray & Hopwood, Inc. (1967 = 100)

Average Prices Received by Farmers

	8/15/81	7/15/81	8/15/80
Corn, bu.	\$ 2.68	\$ 3.08	\$ 2.85
Soybeans, bu.	6.55	7.14	7.10
Oats, bu.	1.83	1.80	1.53
Hogs, cwt.	49.60	49.20	45.80
Beef cattle, cwt.	59.80	59.90	68.60
Calves, cwt.	63.30	62.70	75.70
Milk cows, head	1,200.00	1,230.00	1,140.00
Milk (whls), cwt.	13.20	12.90	12.20
Sheep, cwt.	25.00	26.60	25.20
Lambs, cwt.	55.50	57.50	65.20
Eggs, doz.	.49	.51	.48
All hay, ton baled	60.00	60.00	51.50
Turkeys, lb.	.39	.41	.42

Average Prices Paid by Farmers

	8/15/81	8/15/80
Beef cattle concentrated, 32-36%	\$ 12.80	\$ 12.90
Hog feed, 38-42% protein	15.90	15.50
Soybean meal, 44% protein	13.50	13.00
Dairy feed, 16% protein	190.00	186.00
Poultry feed, layer ration	210.00	220.00

Commodity Feed Price Ratios

	8/15/81	8/15/80
Hog—corn ¹	18.5	16.1
Beef cattle—corn ¹	22.3	24.1
Egg—feed ²	4.6	4.4
Milk—feed ³	1.39	1.31

¹Bushels of corn equal in value to 100 lbs. of hog or beef cattle liveweight.

²Pounds of laying feed equal in value to 12 eggs.

³Pounds of concentrate ration equal in value to 1 lb. of wholesale milk.

Foreign business inquiries

Machine tools

A well established German manufacturer of various machine tools for use in the metalworking industry is interested in licensing its technology to a U.S. machine tool manufacturing firm. The company is especially interested in finding a partner for its sophisticated turning machine program. Established in 1960, the German firm employs 30 and lists annual sales of \$16 million. (G91-7734L)

Mixing equipment

A German firm engaged in the production of mixing equipment seeks a U.S. licensee for the manufacture of its equipment in the States. The German company specializes in designing, constructing, manufacturing and selling preparation mixers for plastics processing, chemistry, pharmacy and the food industry. Established in 1975, the firm currently employs 25 people and has annual sales of \$2,000,000. (G81-7635L)

Hydraulic cylinders

An Austrian company engaged in the manufacture of hydraulic cylinders and control units is seeking to invest \$50,000 to \$100,000 in a small American hydraulic firm. The Austrian owner would also like to participate in the management to some extent. His firm in Vienna, Austria, was sold and now he is interested in entering the U.S. market. (A81-7234J)

Wire drawing machinery

An Austrian firm engaged in the manufacture of wire drawing machinery has developed a technology using ultrasound which greatly enhances the efficiency of wire drawing machinery. This is achieved by increased area reduction per drawing step, thus reducing the number of steps required. The company is seeking to introduce its machines

into the U.S.A., and intends to form a license or joint venture agreement with a U.S. company. (A81-7335L)

Metal detectors

A German company engaged in the manufacture of iron detectors, metal detectors and demagnetizing equipment is interested in discussing with a U.S. manufacturer a possible cooperation for the exchange of know-how, production licenses and distribution. The company was established in 1966, employs 20 people, and has annual sales of approximately \$1,000,000. (G81-7536L)

Hydraulic presses

A German manufacturer of hydraulic presses for the rubber and plastics processing industries seeks a joint venture arrangement with a U.S. organization experienced in the manufacture and sale of injection moulding presses, vulcanizing presses, conveyor belt presses, presses and press lines for large polyester mouldings. The company was organized in 1883, employs 700 persons and lists annual sales of \$32,000,000. (G91-7835J)

Electronics cabinets

A German firm engaged in the manufacture of metal cabinets for electronic controls and systems is seeking to acquire a similar company in the U.S. U.S. firm should have 30-50 employees, doing electrical packaging, with ability to expand to two to three times that size, and have building and available land to accomplish such an expansion. (G101-8934A)

Railroad crossing "cassette"

An Austrian firm manufacturing a fabricated railroad crossing "cassette" (rubber-cushioned) is seeking to license its product to a manufacturer for manufacture and sale in the U.S. The "cassette" is a long lasting, smooth crossing device for all rail crossings, and the device is

patented. (A101-8737L)

Food and chemical mixers

A French manufacturer of food and chemical processing equipment (used for pancakes, bread, noodles, mayonnaise, syrups, ice cream, glues, acrylic concrete, mortar, paints, asphalt, cosmetic make-up) seeks an American licensee and joint venture agreement for the manufacture of its mixers for bulk liquid and pastry product mixing. (F101-8635L)

Polytex

A Swedish manufacturer of a building material called Polytex is seeking a joint venture partner for manufacture and distribution of production machinery in the U.S. Polytex is a rigid wall construction using 4' x 8' panels with a variety of outside finishes. The interior is a corrugated material. The finished panel may be used in modular construction, is very strong, and may be used for both load bearing and non-load bearing applications. (S91-8135J)

Floor heating system

A German manufacturer of a floor heating system called "polytherm" is seeking a partner in the U.S.A. to aid in distribution prior to setting up eventual manufacture. The system consists of plastic piping riding on patented plastic panels which can be covered with a dry floor or covered with wet concrete. Hot water is distributed through the pipes for even heating of homes, offices and larger buildings. (G91-8230J)

Two-wheel trailer

A British manufacturer of a small tilting, two-wheel trailer is especially useful in loading heavy items by one person and can also be used to handle sand, rocks and other loose items. The system operates on a series of simple winches and ratchets. The size appears to be about 4' x 6'. (UK91-8334L)



october '81

pork month

Iowa Community Betterment... an idea whose time has come!



For the last decade, Iowa Community Betterment has been advocating "self-help." Now with taxes and government services being held in check, the concept is more timely than ever.

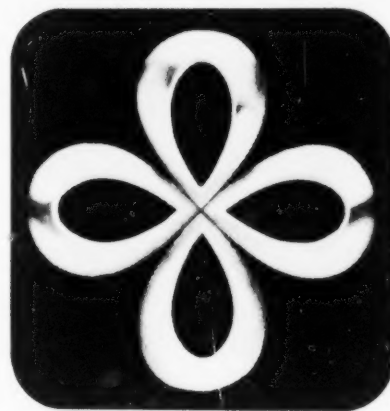
Thousands of volunteers in hundreds of Iowa communities have banded together to accomplish needed projects. Local interest is kept high through competition with other communities of the same size for cash awards.

Help make your community and all of Iowa a better place to live and grow by joining Iowa Community Betterment.

... and now the time has come to celebrate!

Join volunteers from every part of Iowa at
Iowa Community Betterment Recognition Day November 6, 1981 in Ames, Iowa

For more information, write the
IOWA DEVELOPMENT COMMISSION
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Ag computer seminar draws 400 Iowans to Ames

More than 400 Iowa farmers and agribusiness representatives gathered in Ames August 31 - September 1 to learn how they could use computers to improve the efficiency of their operations.

"Initially we expected around 200 to register for the conference," Mary Holz-Clause, assistant director of the IDC's Research Division, said. "Obviously, from the size of the turn out, there was more interest about using computers in agriculture than we expected. We knew people had a lot of questions, and I think most were answered during the two-day conference."

The program, which was co-sponsored by Iowa State University, was broken into two sessions. The first day was for farmers and farm advisory professionals who had an interest in computers, but who had no expertise in the area. The first day also included a trade show where Iowans attending the conference could talk with hardware and software vendors about state of the art equipment and what is on the drawing board that could benefit agriculture in the future.

The second day consisted of a series of concurrent workshops on how computers could be used in specific farming applications.

"The IDC and Iowa State University will continue to explore new ways to

use computers in agriculture," according to Holz-Clause. "It is important to remember that computers are not the answer to all ag-related problems, but they can be an effective management tool."

